



**The art of the possible**

# **BUILD BIGGER, FASTER, STRONGER AND GREENER**

**2025 Interim Results Presentation** February 2025

AML3D Limited (ASX:AL3)

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# 2025 Interim Results Highlights

- Revenue up 206% on the prior comparable period (PCP) to \$4.63 million with 80% derived from US customers.
- Gross profit up 372% on the PCP to \$3.37 million with gross profit margins at 73%.
- EBITDA loss of \$2.83 million, an 8% improvement on the prior comparable period (PCP)
- Normalised EBITDA<sup>1</sup> loss of \$0.17 million, a \$2.25 million improvement over the PCP
- Interim loss of \$3.31 million is a 3% improvement on the PCP
- Customers receipts down 32% on the PCP to \$3.24 million, with \$1 million of overdue receipts collected in January 2025.
- Payments to suppliers and employees up 30% over the PCP, driven by investment in the US technology centre.
- Extremely strong balance sheet with cash of \$32.1 million following completion of a A\$30 million capital raise (before costs) in December 2024

	1H 2025	1H 2024	Change
<b>Revenue</b>	\$4.63m	\$1.51m	↑ \$3.12m
<b>Gross profit</b>	\$3.37m	\$0.71	↑ \$2.66m
<b>EBITDA</b>	(\$2.83m)	(\$3.06m)	↑ \$0.23m
<b>Normalised EBITDA<sup>1</sup></b>	(\$0.17m)	(\$2.42m)	↑ \$2.25m
<b>Net Profit After Tax (NPAT)</b>	(\$3.31m)	(\$3.42m)	↑ \$0.12m
<b>Customer receipts</b>	\$3.24m	\$4.83m	↓ \$1.59m
<b>Payments to suppliers &amp; employees</b>	\$5.87m	\$4.53m	↑ \$1.34m
<b>Cash at bank (31 Dec. 2024)</b>	\$32.1m	\$4.18m	↑ \$27.9m

1. Normalising the EBITDA result for equity settled share base payments (\$1.30 million) and US establishment costs (\$1.36 million)

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# Corporate Overview and Leadership



# AML3D Snapshot

- AML3D is a welding, metallurgical science, robotics, and software business which uses automated wire fed 3D printing in a large free-form environment to produce metal components and structures for commercial use.
- Its ARCEMY® systems are the largest open-air, turn-key, metal 3D printer packaged to provide an all-in-one digital advanced manufacturing solution.
- Using patented Wire Additive Manufacturing technology (WAM®), ARCEMY® builds certifiable parts better, faster and stronger than traditional casting or forging with a lower carbon footprint.
- AML3D's technology allows 3D printing of complex industrial parts for the defence, oil & gas and aerospace industries where highly specific machine parts are often urgently needed, but not readily available.
- The AML3D ARCEMY® systems can be installed and used onsite to 3D print required parts near where they are needed based on a 3D computer model using various metals, steel or alloys.



# Key Market Statistics

## Capital Structure<sup>1</sup>

<b>Company name</b>	ALM3D Limited
<b>ASX code</b>	AL3
<b>Share price</b>	13.7c
<b>Market capitalisation</b>	\$83.3m
<b>Shares on issue</b>	537.6m
<b>Performance rights</b>	7.6m
<b>Unlisted Options</b>	64.8m
<b>Cash at bank (31 Dec 2024)</b>	\$32.1m

## Substantial shareholders<sup>1</sup>

	%
<b>Netwealth Investments Limited</b>	8.2%
<b>Andrew Michael Clayton Sales</b>	6.9%
<b>Regal Funds Management Ltd</b>	5.5%
<b>Top 20 shareholders</b>	37.8%
<b>Board and management</b>	10.6%

1. As at 19 February 2025

## Share price and volume<sup>1</sup>



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# Board – Deep industry experience combined with AML3D's founder's vision



**Noel Cornish AM**

Chairman, Non-Executive Director  
B.Sc, M.Eng.Sc., FAICD FUOW

Noel Cornish joined the Board of AML3D as a Non-executive Director and Chairman in October 2022. His former roles include Chief Executive of BlueScope Steel Limited's Australian and New Zealand steel manufacturing businesses, Deputy Chancellor University of Wollongong, President North Star BlueScope Steel, LLC in Ohio USA, Chairman of Snowy Hydro Limited and IMB Bank, as well as past National President Ai Group.

Noel is currently Chairman of the Hunter Valley Coal Chain and a member of the University of Newcastle Council. Noel was appointed a Member of the Order of Australia in 2017 for his business leadership and community service. The Board considers that Mr Cornish is an independent director.



**Sean Ebert**

Executive Director, CEO  
BEng Hons (Electrical), GAICD, MBA

Sean has 25 years of executive and board-level experience across public and commercial sectors, with particular expertise within the engineering sectors of oil and gas, mining and resources and emerging technologies in Australia, the Middle East, South America, the US and Europe.

Non-executive Director of MLEI Consulting Engineers Pty Ltd and Apixium Technologies Pty Ltd, Deputy Chairman of FCT International Pty Ltd and Chairman of Tony's Wholesale Flowers Pty Ltd.

Previously the CEO of Beston Pacific Asset Management, Global Director of M&A of WorleyParsons, CEO of Camms Pty Ltd and CEO of Camms Profit Impact Pty Ltd.



**Andy Sales**

Executive Director, CTO  
MEng, MSc, CEng, CMatP

Founding director of AML3D in 2014. Andy has been an Executive Director since 2019 and held the CEO position between 2019 to late 2022.

Renowned welding technology expert with over 30 years of global experience (Australia, Europe, South America, Africa and Asia).

Held a variety of roles across upper management and senior leadership within the oil and gas, resources, and mining sectors including advanced manufacturing, heavy engineering and fabrication sectors.

Chartered Engineer with a Master of Engineering and Master of Science, as well as Diploma in Quality Management and Auditing. Sits on two Standards Australia committees, including the position of Co-chairperson on the committee for Additive Manufacturing.



**Peter Siebels**

Non-Executive Director

Following a 30-year career with KPMG including roles on the Australian National Board and National Executive Committee, Peter has pursued a career in Governance and Advisory, since 2015.

Governance positions include Chair roles with the RAA, RAA Insurance, Electricity Industry Superannuation Scheme, Hood Sweeney, Robern Menz and also a Non-executive Director role with ECH, GCF Investments Pty Ltd.

Peter has Chaired many Board Committees, including Investment, Finance and Audit, Governance and Nominations and Risk.



**Kaitlin Smith**

Company Secretary  
B.Com (Acc), CA, FGIA

Kaitlin has more than 15 years of professional experience as Company Secretary of several ASX listed companies in a variety of industries.

Appointed to the position of Company Secretary at AML3D on 30 November 2022.

Chartered Accountant, a Fellow member of the Governance Institute of Australia.

# Executive Leadership Team



## The right blend of manufacturing and broader corporate experience



**Sean Ebert**  
Chief Executive Officer  
BEng Hons (Electrical), GAICD, MBA

Sean has 25 years of executive and board-level experience across public and commercial sectors, with particular expertise within the engineering sectors of oil and gas, mining and resources and emerging technologies in Australia, the Middle East, South America, the US and Europe.



**Pete Goumas**  
President & CEO  
AML3D USA Inc.

Pete is a seasoned leader with over 38 years of industry experience leading technical and manufacturing organisations in the fields of government and civil nuclear power, power generation and technology development. Pete is committed to delivering, supporting and advancing AML3D's technology for its current and prospective US customers.



**Hamish McEwin**  
Chief Financial Officer

A leader with 25 years of experience in accounting, finance, and senior management roles, Hamish specialises in driving operational transformation and nurturing talent across manufacturing, import/export, and distribution sectors.



**Stuart Banks**  
Senior Global Vice President  
of Business Development

With 30+ years of experience in the manufacturing and industrial services industries, Stuart is passionate about forging strategic partnerships, driving innovation, and helping to unlock new opportunities that create lasting value.



**Nick Aschberger**  
Vice President  
of Software and Product

Nick is an engineering and technology leader with 24 years experience across a range of engineering disciplines and roles, including software development, systems integration and automation. Nick has broad industry exposure, having worked in semiconductor design, simulation, rail and sensor analytics companies.



# The AML3D Business

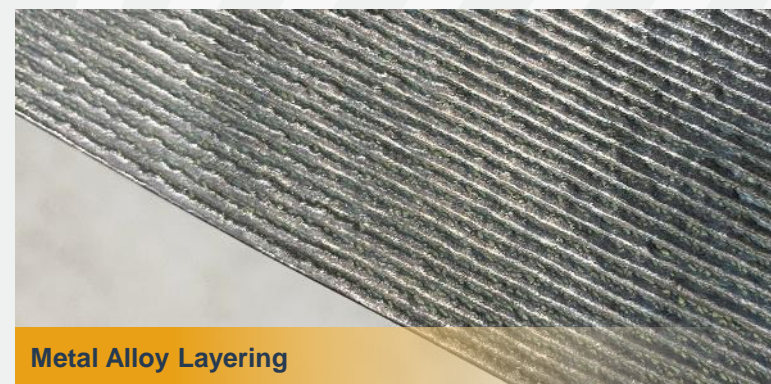
## The ARCEMY® advantage

- Largest, open air, free-form, WAM® metal 3D printing system
- Produces complex industrial parts to accredited standards
- A point of need solution for multiple metals and alloys



# What is WAM®

- Wire Additive Manufacturing (WAM®) technology
- Uses an electric arc to deposit molten metal, layer by layer
- Lower cost, lower lead times, better components



# The WAM® advantage



## Stronger

Produces material properties up to **30% stronger<sup>1</sup>** than seen in traditionally cast or forged parts.



## Faster

Can be manufactured up to **75% faster<sup>2</sup>** than forging or casting without tooling.



## Greener

Has the potential to produce up to **95% in material waste savings<sup>3</sup>** compared to billet machining.



## Flexible Design

Can test up to **2 times higher<sup>4</sup>** than designed working load compared to traditional methods.



## More Resistant

Up to **50% more resistant<sup>5</sup>** to metal fatigue for WAM® products.

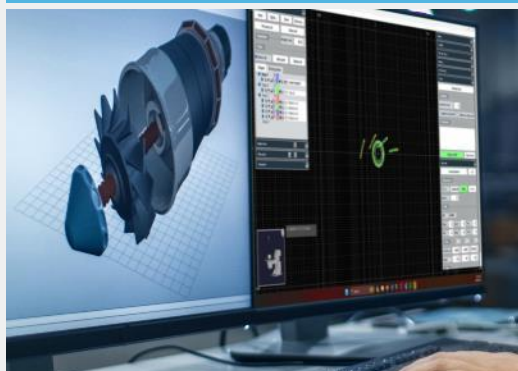
**Near to source, on-demand production of parts that can be certified<sup>6</sup> reduces the need for maintaining large inventories and reduces Scope 3 Emissions for Aerospace, Defence, Energy, Maritime, and Oil & Gas industries.**

(1) Learn more: <https://bit.ly/3jiOAVn> • (2) Learn more: <https://bit.ly/3Gyhqw0> • (3) Learn more: <https://bit.ly/3YOPCgZ> • (4) Learn more: <https://bit.ly/3ElEaiK> • (5) AML3D internal study • (6) Certified through Lloyd's Register, DNV, with ISO9001:2015 QMS, AWS D.20.1



# AML3D Technology Stack

## Software



**WAMSoft®**

WAMSoft® is the AML3D slicer and path planning tool, turning a computer aided design (CAD) model into a printable file, WAMSoft® is the first software package used in AML3D's WAM® workflow.

Users load the CAD model and use WAMSoft® to generate a layer-by-layer path plan that the ARCEMY® welding torch will follow.



**AMLSoft™**

AMLSoft™ is the operating system of an ARCEMY cell. AMLSoft™ contains all functionality that allows ARCEMY operators to load a WAMSoft® generated path plan and manufacture metal parts successfully.

AMLSoft™ provides real-time feedback and displays all measurable parameters during print process.



**AMLRapid™**

AMLRapid™ is the connector between AMLSoft™ and the ARCEMY® Wire Additive Manufacturing system, responding to specific AMLSoft™ commands to run the robot, welder, lights, and all other peripherals.

## Hardware



**ARCEMY®**

AML3D's ARCEMY® systems are the largest open-air, turn-key, metal 3D printer packaged to provide an all-in-one digital advanced manufacturing solution. Using Wire Additive Manufacturing technology (WAM®), ARCEMY® builds larger, stronger parts with shorter lead times that can be certified and manufactured with a lower carbon footprint compared to traditional off-the-shelf methods.

# The ARCEMY® Range



## ARCEMY® Education

An entry-level Wire-arc Additive Manufacturing system typically used for R&D and university student curriculum purposes. Featuring the smallest footprint of the ARCEMY® series.



**System Footprint**  
4.8 m w x 4.8 m l  
x 2.0 m h



**Reach**  
1.5 m



**Max. Build Envelope**  
0.9 m x 0.9 m



**Weight Capacity**  
≤ 500 kg



**Axis**  
8 (with positioner)



## ARCEMY® Small

ARCEMY® Small Edition features the smallest footprint of the commercial ARCEMY®s. This entry-level WAM® solution is perfect for parts up to 750 kg in weight.



**System Footprint**  
4.8 m w x 4.8 m l  
x 2.0 m h



**Reach**  
2.0 m



**Max. Build Envelope**  
1.2 m x 1.2 m



**Weight Capacity**  
≤ 750 kg



**Axis**  
8 (with positioner)



## ARCEMY® Enterprise

For the creation of larger parts, ARCEMY® Enterprise Edition introduces an ABB 4600 robot featuring an increased reach of 2.5 m that is combined with a 750 kg positioner.



**System Footprint**  
6.0 m w x 7.2 m l  
x 2.0 m h



**Reach**  
2.5 m



**Max. Build Envelope**  
1.5 m x 1.5 m



**Weight Capacity**  
≤ 750 kg



**Axis**  
8 (with positioner)



## ARCEMY® X

For manufacturing industrial parts that are extra in size and extra in nature, few can pass the ARCEMY® X. The most significant footprint of the fleet with an impressive 3.2 m reach.



**System Footprint**  
6.9 m w x 6.9 m l  
x 3.0 m h



**Reach**  
3.2 m



**Max. Build Envelope**  
1.8 m x 1.8 m



**Weight Capacity**  
≤ 2,700 kg



**Axis**  
8 (with positioner)

# Revenue Model and Addressable Markets

# ARCEMY® system sales revenue model



## Capital Sale

- Sale of complete turnkey ARCEMY® Wire Additive Manufacturing System.
- Includes system installation on site, commissioning and training of production and operations staff.



## Licensing Fees

- Complete set of qualified system parameters.
- Major software release upgrades for improved deposition rates, print quality and print envelope.
- Minor software release updates for user interface and security upgrades.



## Maintenance

- Full inspection of Robotic Hardware and changeover of oil and consumables.
- Full inspection of welding system hardware including warranty extension.
- Control System and peripheral hardware maintenance.



## Production Support

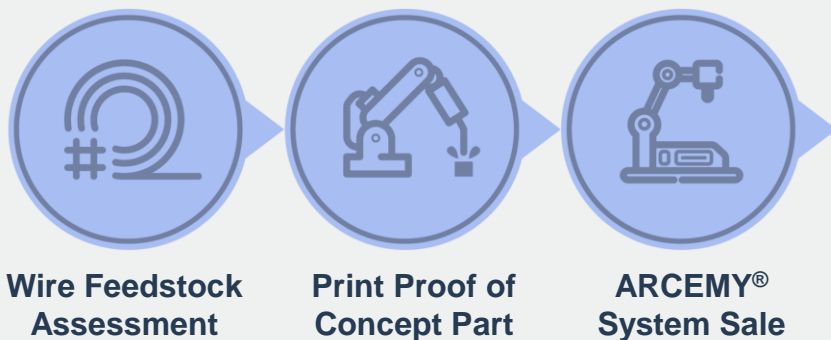
- Parts production consulting to convert traditional to additive parts.
- Operator Support to plant operators for the efficient production of parts in field.
- Software technical support for bug fixes, general system queries.

## ARCEMY® System Sales

## Recurring Revenue



# Contract manufacturing revenue model



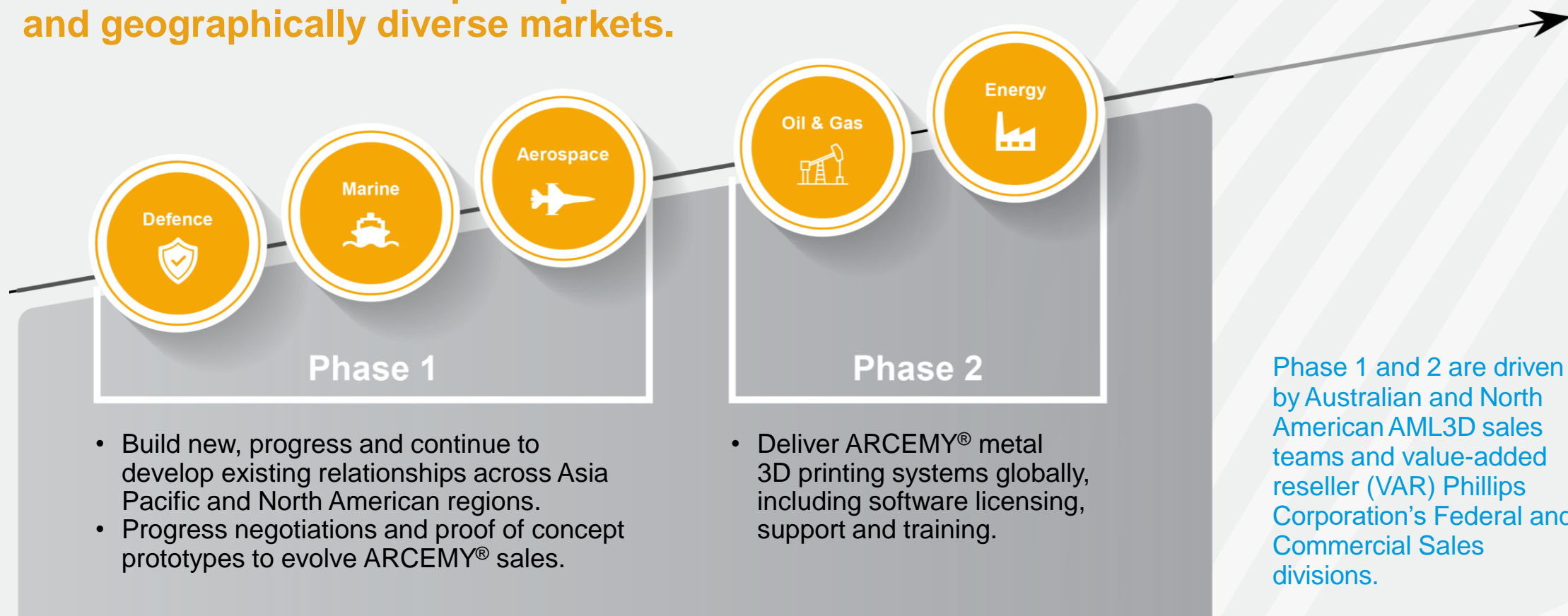
**Demonstrates performance of WAM® technology and assists in facilitating small production runs.**

- Proof of Concept part manufacture & testing is critical to demonstrating WAM® and ARCEMY® fit-for-purpose.
- Presence of AML3D-owned ARCEMY® units in Australia and USA are a critical element in demonstrating ability to produce products to customer specifications.



# Addressable markets

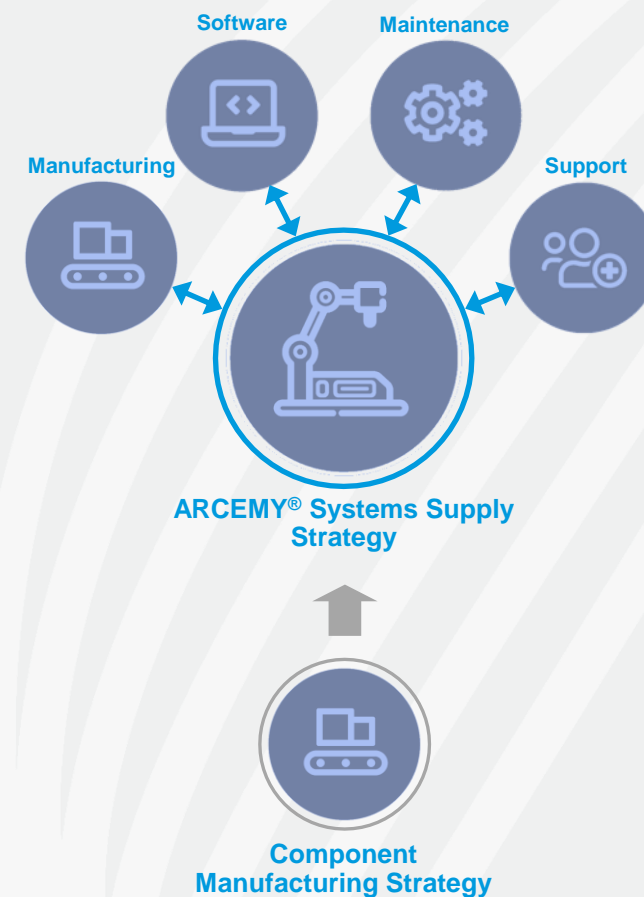
AML3D addresses multiple sophisticated and geographically diverse markets.



# Growth Strategy and Outlook

## AML3D's growth strategy

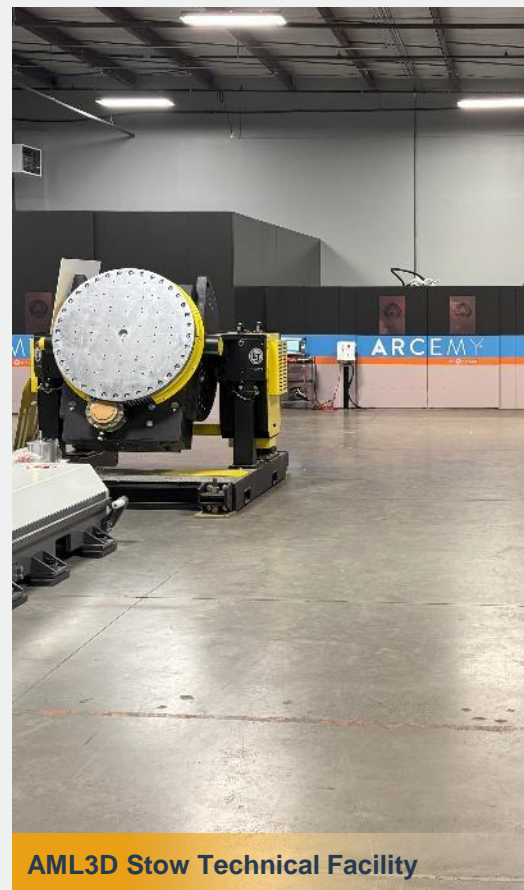
- Pivot from manufacturing to ARCEMY® systems supply and manufacturing
- Bigger contracts and new licensing, maintenance and support revenue
- Proof of concept manufacturing showcases WAM® technology





## Maximising the US opportunity

- Expand US manufacturing and ARCEMY® production
- Access more of US\$951m US Navy submarine award
- Build on recent US utility contract win to access new sectors



AML3D Stow Technical Facility



AML3D Adelaide Technical Facility

# Accessing additional markets

Establish European operations to access strong UK demand

US expansion creates capacity to grow additional markets

Leverage global footprint to access new global markets

## Maintaining technology leadership

- Market leading technology is driving adoption of ARCEMY®
- Investing in faster deposition and dual robot systems
- Build on existing, market leading accreditations and certifications





## Significant growth momentum

- Pivot to system sales in the US unlocks huge demand
- +A\$16 million of orders received and demand still increasing
- FY24 revenue up 1000% on prior year with strong FY25 revenue roll over





## Outlook

- Next growth phase into non-Defence sectors underway
- \$40+ million sales pipeline across US, Australia and the UK
- FY25 tracking to be another record year of revenue growth



AML3D Adelaide Technical Facility

**The art of the possible**



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This presentation has been approved for release  
by the Board of AML3D Limited.

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